

Message Text

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ACTION STR-07

INFO OCT-01 SS-05 ISO-00 STRE-00 SSO-00 /013 W
-----063455 181927Z /43 C
O 181902Z APR 78
FM USMISSION GENEVA
TO SECSTATE WASHDC IMMEDIATE 8563

LIMITED OFFICIAL USE SECTION 01 OF 02 GENEVA 05872

USMTN

ACTION STR
PASS STR ELECTRONICALLY

E.O. 11652: N/A
TAGS: ETRD, GATT, MTN
SUBJECT: UPDATED REFERENCE BASE FOR PRODUCT CATEGORY
ASSESSMENTS

REF: A) STATE 89590, B) STATE 90522, C) GENEVA 5675

1. US MTN DEL AGREES ON IMPORTANCE OF ATTAINMENT OF
US OBJECTIVES IN KEY PRODUCT CATEGORIES AND CONSEQUENT
NEED FOR MORE INTENSIVE EXPLORATION OF REQUESTS AND
OFFERS BY PRODUCT CATEGORY. WE PROPOSE TO PURSUE US
PRODUCT INTERESTS IN CONTEXT OF ONGOING BILATERAL
MEETINGS, WITH U.S. DEL BECOMING MORE PRODUCT SPECIFIC
AS OUR INFORMATION PERMITS. AS WE MOVE INTO THE FINAL
90 DAYS OF INTENSIVE, DETAILED NEGOTIATIONS IN THE
TOKYO ROUND, MTN DEL REQUESTS AN UP-TO-THE-MINUTE
SUMMARY REFERENCE BASE FOR ASSESSING PROGRESS FROM
PRODUCT-SECTOR PERSPECTIVES AND EVALUATING FINAL TRADE-
OFF POSSIBILITIES.

2. THESE REFERENCE SUMMARIES SHOULD BE FORWARDED FOR
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THE 16 AREAS SUGGESTED IN REFTTEL B, PLUS ANY OTHERS OF
PRIMARY INTEREST OR CONCERN TO AMERICAN INDUSTRY AND
LABOR OR MEMBERS OF CONGRESS.

3. RECOGNIZING THAT THIS INFORMATION HAS BEEN ACCUMU-
LATED OVER SEVERAL YEARS THROUGH NORMAL GOVERNMENT
ACTIVITIES AND THROUGH ISAC AND LPAC GROUPS, WE ASK THAT

THE SUPPORTING DATA BE CHECKED OUT FOR TIMELINESS. THIS WILL PERMIT EACH OF OUR NEGOTIATING OFFICERS TO UPDATE HIS APPRECIATION OF PRODUCT-SECTOR OBJECTIVES AND CIRCUMSTANCES AND USE THIS MATERIAL FOR CONTINUING LAST-MINUTE REFERENCE DURING THE FINAL WEEKS. PLEASE INCLUDE IN THE SUMMARIES WHATEVER MAJOR ELEMENTS SEEM APPROPRIATE TO THOSE DIRECTLY RESPONSIBLE FOR THE PRODUCT-INDUSTRY AREAS OR ISAC RELATIONSHIPS, AS WELL AS THOSE SUGGESTED BY ISAC LEADERS. OUR ASSUMPTION IS THAT THIS SUMMARY REFERENCE DOCUMENTATION WILL INCLUDE AT LEAST THE FOLLOWING KINDS OF INFORMATION FOR THOSE SECTORS TO BE EXAMINED SEPARATELY:

A) DEFINITION OF 16 PRODUCT CATEGORIES BY ISAC GROUPING;
B) STATUS OF THE DOMESTIC INDUSTRY; E.G., TREND OF
- OUTPUT, EMPLOYMENT, PROFITABILITY;
C) TRADE MOVEMENTS, EXPORTS AND IMPORTS FOR THE MOST RECENT 10-YEAR PERIOD, WITH ANY INDICATION POSSIBLE ABOUT 1977 DATA. THESE WOULD INCLUDE WORLD TRADE MOVEMENTS, U.S. AND KEY TRADING NATIONS MARKET SHARES (INCLUDING THOSE THAT ACCOUNT FOR 80 - 90 PERCENT OF TOTAL TRADE, OR IF TRADE IS VERY DISPERSED, BY MAJOR COUNTRY BLOCS AND KEY LDC'S OR REMAINING LDC'S AS A GROUP). IT WOULD BE USEFUL TO PROVIDE MTN DEL NOT ONLY WITH SIC CLASS DATA, BUT ALSO DETAILED BREAKOUT WHERE POSSIBLE OF KEY U.S. EXPORT INTEREST ITEMS.
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D) FORECAST OF CONSUMPTION OVER NEXT 10 YEARS (IDEALLY BY SAME CATEGORIES OR AT LEAST TO INDICATE ANY GEOGRAPHICAL TENDENCIES WHICH MIGHT BE A CHANGE FROM PAST GEOGRAPHICAL PATTERNS).

E) BRIEF DESCRIPTION OF ANY STRUCTURAL CHANGES UNDERWAY OR ANTICIPATED (FOR EXAMPLE, ITEMS SUCH AS ROLE OF MULTINATIONAL COMPANIES--AS IN ALUMINUM). TECHNOLOGICAL CHANGES UNDERWAY OR EXPECTED, PROBLEMS OF SUBSTITUTION ANTICIPATED, MAJOR GEOGRAPHICAL MOVEMENTS, OR TRENDS TOWARD INTEGRATION OR SEGMENTATION.

F) RATIOS OF EMPLOYMENT TO OUTPUT AND OTHER LABOR FORCE INFORMATION TO IDENTIFY THOSE SECTORS WITH GREATER EMPLOYMENT CONSEQUENCES.

G) ESTIMATES OF MARKET ELASTICITY AND LIKELY IMPACT ON TRADE AT VARIOUS TARIFF LEVELS.

H) LINE-BY-LINE DESCRIPTION OF OTHER KEY COUNTRIES' TARIFF OFFERS FOR THE PRINCIPAL PRODUCTS IN EACH SECTOR, CONCORDED BY LINE-BY-LINE DESCRIPTION OF U.S. OFFERS.

I) LIST OF KEY NTM'S DISTORTING TRADE. PREFERABLY IN ORDER OF IMPORTANCE IN SPECIFIC TERMS AS TO TYPE OF NTM AND PRODUCTS TO WHICH NTM APPLIES (E.G., NOT SUBSIDIES GENERALLY, BUT WITHIN SUBSIDIES: REGIONAL AIDS, NATIONALIZED COMPANIES, GOVERNMENT FINANCING OF CAPITAL INVESTMENT, EXPORT CREDITS, FINANCED RESEARCH, ETC.).

J) NEGOTIATING GUIDANCE: WE WOULD APPRECIATE YOUR

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ACTION STR-07

INFO OCT-01 SS-05 ISO-00 STRE-00 SSO-00 /013 W

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TO SECSTATE WASHDC IMMEDIATE 8564

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PROVIDING US WITH RELATIVE PRIORITIES FOR PRODUCT CATEGORIES. WE WOULD APPRECIATE THESE BEING SUPPLEMENTED BY NOTATIONS OF WHAT THE NEGOTIABLE ELEMENTS ARE AND WHAT THE TRADE-OFF POSSIBILITIES ARE.

4. MTN DEL IS PROCEEDING BEYOND THE INITIAL EXPLORATORY STAGE WITH OTHER DELS ON A BILATERAL BASIS. AS WE HAVE ALREADY BEGUN MORE DETAILED DISCUSSIONS OF KEY TARIFF LINE ITEMS, OUR NEEDS FOR THE ABOVE INFORMATION HAVE BECOME ACUTE. THEREFORE, WE REQUEST THAT THE INFORMATION BE TRANSMITTED TO US AS PARTS ARE COMPLETED, AS EARLY AS POSSIBLE DURING THE MONTH OF MAY.

5. WE UNDERSTAND TPSC IS NOW IN PROCESS OF PREPARING SECTORAL OBJECTIVE PAPERS. WE HAVE RECEIVED COPY OF HEIMLICH MEMO OF APRIL 7 AND NOTE OBJECTIVE OF PRODUCING DRAFT RECOMMENDATIONS ON ACCEPTABLE OUTCOMES BY MAY 19. WE DO NOT SUGGEST THAT THIS DEADLINE BE MOVED BACK NOR ANY OTHER ISAC DATA BE DELAYED BECAUSE OF THIS REQUEST,

BUT THAT THE SUPPLEMENTAL INFORMATION BE SENT AS EARLY
AS AVAILABLE.

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6. DRAFTED BY CULBERT/BALE/ROWNY. CULBERT

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Message Attributes

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